

Sales Pulse Research Update**October 11, 2022**

Security vendor with the strongest momentum – for some time now, CrowdStrike (CRWD) has scored very well in our survey results. Although much of the input is anecdotal, in our recent survey CrowdStrike has taken the top spot with a notable increase in channel sentiment.

- Recent Falcon announcements and partnerships have been well received and have strengthen channel perspectives and reputation in the market.
- CrowdStrike is the vendor that has been most often mentioned as benefitting from strong US Federal spending in the September quarter. Feedback from enterprise channels has also been as strong, or stronger than in the past few quarters.
- We've also picked up demand for Humio has started to pick up. Solutions based on Humio (Log Management, XDR, ...) open up significant additional TAM for CrowdStrike.
- Overall CRWD has solid momentum. Checks so far this quarter have been at least as strong, and in some cases stronger, than recent quarters.

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Offices: Atlanta, GA, Charlotte, NC

Tom Morphis
404-240-0916
tom@salespulse.net

Steve Thompson
704-467-6749
steve@salespulse.net

Michael Millar
mike@salespulse.net
941-209-8788

Sarah Crane
Director of Channel & Client Relationships
(704) 989-2930
sarah@salespulse.net

Mike Rothman
Security Analyst
www.salespulse.net

Greg Flick
UCaaS Contributing Analyst
www.salespulse.net

Rob Anderson
Security Contributing Analyst
281-460-7605
rob@salespulse.net

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